

NEW HAMPSHIRE STATE LIQUOR COMMISSION
JUNE 21, 2006, 1:00 P.M.
AGENDA

I. FINANCIAL & ADMINISTRATIVE REPORTS

1. Financial Reports
 - A. Weekly, Y-T-D Sales Reports
 - B. Budget/Administrative Reports
2. IT Report
3. Human Resources Report

II. MARKETING & SALES REPORTS

1. Store Operations
2. Purchasing Report
3. Merchandising Report
- A. SPIRITS:
 - 1) Electronic Submission of Supplier/Broker Offers
 - 2) Test Market Products:
 - a. Test Market Request (Three Olives Watermelon Vodka)
 - b. Test Market Result (Code #3582)
- B. WINES:
 - 1) Special Offers for August 2006:
 - a. 8 items – Charles Zoulias
 - b. 24 items – M.S. Walker, NH
 - c. 36 items – Executive Wine & Spirits
 - d. 12 items – Horizon Beverage Company
 - e. 107 items – Martignetti Companies of N.H.
 - f. 100 items – Southern Wine & Spirits of N.E., Inc.
 - 2) Electronic Submission – August Offers (4 items – M.S. Walker, NH)
 - 3) Store Tastings (E & J Gallo Winery)
 - 4) Appeal Purchase & Introduction of Concha Y Toro Frontera
 - 5) Test Market Request for Zig Zag Zin
 - 6) Close Outs (15 French Rhone wines)
 - 7) “R” Wines for Allocation to Licensees (1 item)
 - 8) Primary Source Submissions (1 primary source; 15 exclusive agent; 22 imported)

III. ENFORCEMENT & LICENSING REPORT

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IV. CHAIRMAN'S REPORT & LATE ITEMS

1. Bailment Requests
2. Coupon Approvals
3. Late Items/Other

V. EXECUTIVE SESSION

1. Personnel Items
2. Store Locations

/D. Hartford